



Cisco Umbrella (DNS Security) offers



Target Audience	Existing Umbrella customers	Customers without a current Umbrella License	SYNNEX Comstor Contact
Offer Details	Can exceed purchased user limit until end of offer period (July 1, 2020)	Can extend trial period of Umbrella from 14 to 90 days	<p style="text-align: center;">Evan Bell Product Business Manager, Cisco Security evanb@comstor-na.com 303-566-2628</p>
Offer Period	Through July 1, 2020	90 days from activation	
Country/Region Availability	All regions where Umbrella is available for sale today.		
Seller Action	No action is required for the seller. Email can be sent to customers impacted by COVID-19 and who require support from Cisco.	Direct request via signup.umbrella.com (14-day trial), which means Umbrella BDR team will respond per existing process. To extend the trial duration beyond 14 days to 90 days, the Cisco seller must request trial duration to be 90 days.	
External Offer Announcement	Share this Blog link via email and via social media.		
Post-Offer Sales Engagement	At the end of the offer period, customers will need to purchase the additional user licenses or reduce their usage to purchased user limits.	At the end of the trial, customers must purchase the required licenses or have their service automatically converted to DNS Monitoring.	
Technical On-Boarding	None, customer is already deployed. The configuration of additional user is an existing process for the customer.	Customers can easily self-implement using documentation here . Assistance can be provided via sales team and technical support.	
Support Details	Customers will be entitled to the same technical support they have purchased.	Technical support will continue to provide assistance during trial as part of normal process.	



Cisco DUO (Multi Factor Authentication) offers



Target audience	Existing customers	Open opportunities (active trial in-progress)	Net new trials	SYNNEX Comstor Contact
Offer details	Can exceed purchased user limit until end of offer period (1 July 2020)	Can exceed user limit after initial purchase at the end of existing trial.	Expanded 30-day trial (can exceed original 10-user limit). Can continue to exceed user limit after initial purchase at the end of the existing 30-day trial.	<p style="text-align: center;">Evan Bell Product Business Manager, Cisco Security evanb@comstor-na.com 303-566-2628</p>
Offer period	Through July 1, 2020	Post purchase through July 1, 2020	30 days from activation, and July 1, 2020	
Country/Region availability	All regions where Duo is available for sale today.			
Seller action	No action is required for the seller. Email can be sent to customers impacted by COVID-19 and who require support from Cisco.	Sellers should contact their Duo counterpart to discuss appropriate recommendation for each customer.	Request 30-day trial via signup.duo.com Sellers should contact their Duo counterpart to discuss appropriate recommendation for each customer.	
External offer announcement	Share this Blog link via email and via social media.			
Post-offer Sales Engagement	At the end of the offer period, customers will either purchase the additional user licenses or reduce their usage to purchased user limits.	At the end of the offer period, those opportunities that have become customers will either need to purchase additional user licenses they are using or reduce their usage to purchased user limits.	At the end of the offer period (July 1, 2020), those trial users who have become customers will need to purchase any additional licenses they are using or reduce their usage to purchased user limits.	
Technical on-boarding	None, customer already deployed. The configuration of additional user is an existing process for the customer.	None, customer already deployed. The configuration of additional user is an existing process for the customer.	Customer can self-implement using the Liftoff Guide & Documentation . Assistance can be provided via sales team and technical support.	
Support details	Customers will be entitled to the same technical support they have purchased.	During the trial, prospects will be able to obtain support from the sales team as well as the Duo support team.	During the trial, prospects can obtain support from the sales team as well as the Duo support team.	



Cisco AnyConnect (VPN) offers



Target audience	Customers with legacy ASA hardware running ASA image, with or without FP services	Customers with Firepower hardware running ASA image, or Virtual ASA	Customers with legacy ASA hardware running FTD, Firepower hardware running FTD, or Virtual FTD	No Available Hardware VPN Capacity / No Cisco Firewall	SYNNEX Comstor Contact	
VPN-only license enabled	Free 90-day AnyConnect trial license. Sales can generate license from asa-license.cisco.com	Free 90-day AnyConnect trial license. Sales can request 90-day trial license from Global License Organization (GLO).		For customers with insufficient capacity in their Cisco hardware to support the required VPN connections. For customers with no Cisco firewall. Offer: ASAv30 becomes part of the Fast Track program at 75%. This discount will remain in effect until end of the fiscal year (July 25, 2020).	<p style="text-align: center;">Evan Bell Product Business Manager, Cisco Security evanb@comstor-na.com 303-566-2628</p>	
AnyConnect Plus/Apex license enabled	Customers can install additional clients without the need of new license file. Purchase needed to extend beyond 1 July 2020.					
No AnyConnect license	Free 90-day AnyConnect and strong encryption trial license. Sales team generates trial license: asa-license.cisco.com	Free 90-day AnyConnect trial license. Sales can request 90-day AnyConnect trial license from GLO.				
Offer period	Through July 1, 2020 (client expansion) or end of 90-day trial license.					
Conversion to sale	Customer purchases licenses after trial period to stay compliant.					
Technical on-boarding	In all cases where customer has not deployed AnyConnect in the past, they will need to get the Windows/Mac/Linux version of the software from a Cisco seller. The Cisco seller will need Software Center access to download the files. Questions can be sent to "AnyConnect-pricing@cisco.com"					
Support details	All owners of Cisco firewall will be entitled to technical support regardless of what features are purchased on their firewall, so they will be able to get support from both the sales team as well as TAC related to these AnyConnect setup and deployment.					